

1 BILL NO. R-80-03<sup>4</sup> 04

2 RESOLUTION NO. R- 38-80

3  
4 INDUCEMENT RESOLUTION relating to  
5 the financing of Economic Develop-  
6 ment facilities for Dayton-Hudson  
7 Corporation.

8 WHEREAS, at the present time there are insufficient employ-  
9 ment opportunities and insufficient diversification of business,  
10 commerce and industry in and near the City of Fort Wayne, In-  
11 diana (the "City"); and

12 WHEREAS, the economic welfare of the City would be bene-  
13 fitted by the acquisition and construction of economic develop-  
14 ment facilities pursuant to the provisions of Indiana Code  
15 18-6-4.5 (the "Act"); and

16 WHEREAS, Dayton-Hudson Corporation (the "Company"), pro-  
17 poses to acquire and construct economic development facilities  
18 as defined in the Act if the City will finance costs of such  
19 economic development facilities pursuant to the Act; and

20 WHEREAS, the Fort Wayne Economic Development Commission  
21 has adopted a resolution making certain findings with respect  
22 to such proposed economic development facilities (the "Project"),  
23 and has forwarded such resolution to this Common Council;

24 NOW, THEREFORE, THE COMMON COUNCIL OF THE CITY OF FORT  
25 WAYNE, INDIANA, RESOLVES AS FOLLOWS:

26 SECTION 1. The Project constitutes economic development  
27 facilities which may be financed by the City through the is-  
28 suance of revenue bonds pursuant to the Act, and the City is  
29 willing upon compliance with all provisions of Indiana law to  
30 authorize the issuance of its revenue bonds in an amount of not  
31 to exceed \$10,000,000, which bonds will not be general obliga-  
32 tions of the City but will be payable solely from the limited  
sources authorized and permitted by the Act.

SECTION 3. The Company may proceed with acquisition and construction of the economic development facilities in reliance upon this resolution.

SECTION 4. That this Resolution shall be effective upon passage and approval by the Mayor.

                      
Councilman

APPROVED AS TO FORM AND  
LEGALITY April 3, 1980.

John E. Hoffman  
JOHN E. HOFFMAN  
City Attorney

Read the first time in full and on motion by Steele, seconded by Grubbs, and duly adopted, read the second time by title and referred to the Committee Finance (and the City Plan Commission for recommendation) and Public Hearing to be held after due legal notice, at the Council Chambers, City-County Building, Fort Wayne, Indiana, on \_\_\_\_\_, 19\_\_\_\_, the \_\_\_\_\_ day of \_\_\_\_\_, at \_\_\_\_\_ o'clock \_\_\_\_\_ M., E.S.T.

DATE: 4/8/80

Charles W. Westerman  
CHARLES W. WESTERMAN  
CITY CLERK

Read the third time in full and on motion by Steele, seconded by Grubbs, and duly adopted, placed on its passage. PASSED (~~lost~~) by the following vote:

	AYES	NAYS	ABSTAINED	ABSENT	TO-WIT:
TOTAL VOTES	<u>8</u>	<u>0</u>		<u>1</u>	
BURNS	<u>X</u>				
EISBART	<u>X</u>				
GIAQUINTA				<u>X</u>	
NUCKOLS	<u>X</u>				
SCHMIDT, D.	<u>X</u>				
SCHMIDT, V.	<u>X</u>				
SCHOMBURG	<u>X</u>				
STIER	<u>X</u>				
TALARICO	<u>X</u>				

DATE: 4/22/80

Charles W. Westerman  
CHARLES W. WESTERMAN - CITY CLERK

Passed and adopted by the Common Council of the City of Fort Wayne, Indiana, as (ZONING MAP) (GENERAL) (ANNEXATION) (SPECIAL) (APPROPRIATION) ORDINANCE (RESOLUTION) No. B-38-80 on the 22nd day of April, 19 80.

ATTEST:

(SEAL)

Charles W. Westerman  
CHARLES W. WESTERMAN - CITY CLERK

Vivian H. Schmidt  
PRESIDING OFFICER

Presented by me to the Mayor of the City of Fort Wayne, Indiana, on the 22nd day of April, 19 80, at the hour of 11:30 o'clock A. M., E.S.T.

Charles W. Westerman  
CHARLES W. WESTERMAN - CITY CLERK

Approved and signed by me this 23rd day of April 19 80, at the hour of 3 o'clock P. M., E.S.T.

Winfield C. Moses, Jr.  
WINFIELD C. MOSES, JR.  
MAYOR

BILL NO. R-80-04-04

REPORT OF THE COMMITTEE ON FINANCE

WE, YOUR COMMITTEE ON FINANCE TO WHOM WAS REFERRED AN  
ORDINANCE INDUCEMENT RESOLUTION relating to the financing of  
Economic Development facilities for Dayton-Hudson Corporation

HAVE HAD SAID ORDINANCE UNDER CONSIDERATION AND BEG LEAVE TO REPORT  
BACK TO THE COMMON COUNCIL THAT SAID ORDINANCE Do PASS.

JAMES S. STIER, CHAIRMAN

MARK GIAQUINTA, VICE CHAIRMAN

BEN EISBART

PAUL M. BURNS

DONALD J. SCHMIDT

CONCURRED IN

CHARLES W. WESTEMAN, CITY CLERK

DATE 4-22-80



# FORT WAYNE COMMUNITY SCHOOLS

ADMINISTRATIVE CENTER • 1230 SOUTH CLINTON STREET • FORT WAYNE, INDIANA 46802

OFFICE OF THE  
SUPERINTENDENT  
PHONE 219/425-7272

March 26, 1980

Mr. John E. Hoffman  
1212 Anthony Wayne Bank Building  
Fort Wayne, Indiana 46802

Dear Mr. Hoffman:

The proposed J. L. Hudson Department Store in Glenbrook Shopping Center will have no adverse effect on the Fort Wayne Community Schools.

We believe that present facilities and personnel are adequate to take care of any changes in the public schools as a result of this project.

Very truly yours,

Lester L. Grile  
Superintendent of Schools

LLG:jt



## THE CITY OF FORT WAYNE

CITY-COUNTY BUILDING • ONE MAIN STREET • FORT WAYNE, INDIANA 46802

city plan commission

March 26, 1980

Mr. John E. Hoffman, City Attorney  
Suite 1212  
Anthony Wayne Bank Bldg.  
Fort Wayne, IN 46802

Re: Hudson Store in Glenbrook Shopping Center

Dear John:

The parcel on which the Dayton-Hudson Corporation plans to build their new Hudson store is located within the Glenbrook Shopping Center property. The Glenbrook Mall development plan was approved by the City Plan Commission by authority of a "B2" Shopping Center Symbol located at the intersection of Coliseum Boulevard and Coldwater Rd.

The Glenbrook Shopping Center development plan was amended by the City Plan Commission on November 27, 1978 which authorized construction of the Hudson store and other tenant space.

The Improvement Location permit was issued on November 30, 1978 for a tenant building and mall areas for Glenbrook. The Hudson building is included under this permit.

If you have any questions please contact me at 423-7571.

Sincerely yours,

*Gary Baeten*  
Gary Baeten  
Senior Planner

GB/raf

## Memorandum

To Kathy Moses

Date March 26, 1980

From Ken McCrory *KM*

Subject Hudson Store

### COPIES TO:

The Hudson Store project does comply with the goals, policies, and proposed land use patterns of the Fort Wayne Comprehensive. The project will act to maintain private investments in the City and to further strengthen an existing Commercial district. The specific land use and economic policies that are enhanced by the proposed project are:

- 1.) A development proposal must be compatible with existing and planned land uses;
- 2.) A proposal must not establish an undesirable precedent in the area to be developed;
- 3.) Community facilities and services must be available to a development proposal;
- 4.) A proposal must not create strip development;
- 5.) To expand job opportunities; and
- 6.) To maintain and expand the Community's tax base.

REPORT OF THE FORT WAYNE ECONOMIC DEVELOPMENT  
COMMISSION CONCERNING THE PROPOSED FINANCING  
OF ECONOMIC DEVELOPMENT FACILITIES FOR  
DAYTON-HUDSON CORPORATION

Having been furnished certain data by the above applicant, and having had discussions with representatives of said applicant, the Fort Wayne Economic Development Commission now submits the following report pursuant to Indiana Code 18-6-4.5-16.

Description of Proposed Facilities

A new department store building, equipment and fixtures, parking lot and site improvements on a 9.3 acre tract in Glenbrook Mall at 4201 Coldwater Road, Fort Wayne.

Estimate of Public Services Required

All public services, including water and sewage, now exist. No public facilities will be made necessary on account of the proposed facilities.

Total Project Cost

The total project cost for the purchase, construction and equipping of the facilities is estimated to be \$10,000,000, including costs of issuance of the economic development revenue bonds.

Number of Jobs and Estimated Payroll

It is anticipated there will be approximately 335 new jobs created by this project with an estimated payroll increase of approximately \$1,500,000 annually.

Adverse Competitive Effect

The construction of the facilities will not have an adverse competitive effect on any similar facilities already constructed or operating in or near Fort Wayne, Indiana.

Dated this 13th day of March, 1980.

COMMISSIONERS:

  
(Wayne P. Simerman)

  
(Jack Gren)

  
(Louis R. Dinwiddie)

  
(Sidney R. Sheray)



Resolution No. \_\_\_\_\_

RESOLUTION reporting on economic development  
facilities for Dayton-Hudson Corporation.

WHEREAS at the present time there are insufficient employment opportunities, insufficient diversification of industry and an insufficient tax base in the City of Ft. Wayne, Indiana (the "City"); and

WHEREAS the economic welfare of the City would be benefitted by the acquisition and construction of economic development facilities for use by others pursuant to the provisions of IC 18-6-4.5 (the "Act"); and

WHEREAS Dayton-Hudson Corporation (the "Company") desires to acquire and construct a new department store building, equipment and fixtures, parking lot and site improvements on a 9.3 acre tract in Glenbrook Mall at 4201 Coldwater Road in the City of Ft. Wayne, Indiana; and

WHEREAS such building and related improvements constitute an economic development facility as defined in the Act; and

WHEREAS the Company is willing to acquire and construct such economic development facility in the City, thereby providing new employment opportunities and expansion and diversification of industry and increasing the tax base in and near the City if the City will finance the cost of such economic development facility pursuant to the Act; and

WHEREAS the members of the Ft. Wayne Economic Development Commission have carefully discussed and considered such information, and whether the proposed economic development facility may have an adverse competitive effect on similar facilities constructed or operating in or near the City;

NOW, THEREFORE, BE IT RESOLVED BY THE FT. WAYNE ECONOMIC DEVELOPMENT COMMISSION, AS FOLLOWS:

1. That because of insufficient employment opportunities and insufficient diversification of business, commerce and industry and an insufficient tax base, the economic welfare of the City of Ft. Wayne, Indiana would be benefitted by the acquisition and construction of economic development facilities for use by Dayton-Hudson Corporation.

2. That, based upon the information available, it is reported, found and determined pursuant to Section 16 of the Act that:

(a) the economic development facilities consist of a new department store, equipment and fixtures, parking lot and site improvements on a 9.3 acre tract in Glenbrook Mall at 4201 Coldwater Road in the City of Ft. Wayne, Indiana (the "Project"); and

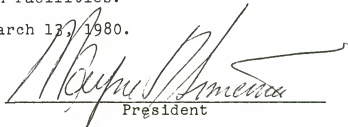
(b) no increase in the public services to be performed by the City would be necessary or desirable due to the acquisition and construction of the Project for use by the Company; the present services are adequate and there would be no increased cost in providing those services; and

(c) the acquisition and construction of the Project and the use thereof by the Company will provide new employment for approximately 335 workers and will provide increased annual payroll of approximately \$1,500,000; and

(d) the cost of the Project, including all necessary financing costs, will be approximately \$10,000,000, to be financed through the issuance of \$10,000,000 Economic Development Revenue Bonds (or such lesser amount as may be agreed upon) pursuant to the Act.

3. That the Secretary or other officer of the Ft. Wayne Economic Development Commission is hereby directed to submit the findings contained in this resolution to the Executive Director or Chairman of the plan commission where the Project is to be located and to the Superintendent of the local school corporation and to give notice pursuant to Section 17 of the Act of a public hearing on the financing of such facilities.

Passed and approved March 13, 1980.

  
\_\_\_\_\_  
President

ATTEST:

  
\_\_\_\_\_  
Secretary



THE CITY OF FORT WAYNE  
COMMUNITY DEVELOPMENT & PLANNING

CITY-COUNTY BUILDING • ONE MAIN STREET • FORT WAYNE, INDIANA 46802

April 1, 1980

Mr. John Hoffman, Attorney  
Suite 1212  
Anthony Wayne Bank Building  
Fort Wayne, IN 46802

Re: Brighton Meadows Apartments

Dear John:

The Brighton Meadows apartment project located at 5700 thru 6034 Getz Road was approved by the City Plan Commission on March 5, 1980, subject to all final engineering approvals.

The final engineering was approved as of March 31, 1980, however, the retention pond agreement must be approved by the City prior to permits being issued for construction. It is our understanding that the retention pond agreement will be submitted as soon as the property is under the ownership of the developer.

Sincerely,

Gary Baeten  
Senior Planner

GB/nn



## THE CITY OF FORT WAYNE

CITY-COUNTY BUILDING • ONE MAIN STREET • FORT WAYNE, INDIANA 46802

engineering department

7th floor

(219) 423-7061

Date March 31, 1980

Z. K. Tazian Assoc., Inc.  
710 South Barr Street  
Fort Wayne, IN 46802

Subject: BRIGHTON MEADOWS APARTMENTS SANITARY SEWER

The plans received from you on 3/26/80 for the above project have been reviewed, and now meet City of Fort Wayne Standards & Specifications. Approved copy attached. This approval shall be void if construction is not begun before 3/26/81, and does not supersede any conditions required by any other governmental agency.

In order to implement the approved plans, it will be necessary to complete the following items that are checked, prior to construction.

- ☐ An "Agreement for Sewer Extension" must be prepared, submitted, approved and executed by both the Board of Public Works and City Council. (Required time for approval - 6 weeks.)
- ☒ A "Sewer Construction Permit" form must be submitted and approved accompanied with sufficient Performance & Guaranty Bond by the Board of Public Works. (Required time for approval - 2 weeks.)
- ☒ A "S.P.C. Construction Permit" and a project review fee made out to Environmental Management Fund is required by the Indiana State Board of Health.
- ☒ An "Agreement to pay inspection fees" form must be completed and submitted to the W.P.C. Engineering Department.
- ☒ All fees (tap-in, local, area, reimbursement, etc.) must be paid at the New Water/ Sewer Permit Office, Room #780.
- ☒ Either proof that legal easements will be dedicated or recorded easements. (Typical easement - fourteen (14) feet in width.)

x Forty-eight (48) hours advance notice shall be given to the Inspection Department (219) 423-7877 before actual construction commences.

x Before final acceptance, certified "As-built" drawings will be required which verifies that the sewer is located within all the easement and the geodetic elevations at all manholes.

Since the streets within the complex will remain private, the storm sewer system will not become public and therefore maintained by the owners of the complex. A Retention Pond Agreement must be entered into between the City of Fort Wayne and the developer before a "Sewer Construction Permit" will be issued for the sanitary sewers.

Yours truly,



Philip R. Boller, P.E.  
Chief Water Pollution Control Engineer

PRB/BS/ds

attachments

cc: Board of Public Works + Plans  
Inspection + Plans  
Dammeier  
Owner/Developer Rothbard Development Co.  
9135 North Meridian Street  
Suite 9-A  
Indianapolis, IN 46260

Gary Baeten, City Plan 4/1/80

Dayton Hudson Corporation

777 Nicollet Mall  
Minneapolis, Minnesota 55402



April 3, 1980

Ms. Vivian G. Schmidt  
President - City of Fort Wayne Common Council  
City-County Building  
One Main Street  
Fort Wayne, IN 46802

Dear Ms. Schmidt:

Last evening, you requested that we give you a statistical summary of the project. The best summary is in the application Fort Wayne's Economic Development Commission requested and received from us. Unfortunately, I have shipped my original off to the EDC and thus have no copy to mail you. I am hoping you can get the EDC to give you a copy.

I have attached a general treatment of the Dayton Hudson Corporation as background. We will be in touch with you to be sure you get the information you need.

Very truly yours,

A handwritten signature in cursive script that reads "John B. Rogers". The signature is written in dark ink and is positioned above the printed name and title.

John B. Rogers  
Director, Corporate Finance

JBR:smw  
Attach.

LAW OFFICES OF  
**CHAPMAN AND CUTLER**  
111 WEST MONROE STREET • CHICAGO 60603  
AREA 312 726-9100 TWX 910-221-2103

February 7, 1980

John Hoffman, Esq.  
Hoffman Moppert and Angel  
1212 Anthony Wayne Bank Building  
Fort Wayne, IN 46802

Re: City of Fort Wayne, Indiana  
(Dayton-Hudson Corporation)

Dear Mr. Hoffman:

Enclosed herewith are the items of financial information relating to Dayton-Hudson Corporation, which you requested. They include the 1978 Annual Report, 1978 10-K, Information Booklet and a reprint of an article from "Forbes Magazine". Also enclosed is a copy of a letter to you from Karol Emmerich, Treasurer of Dayton-Hudson Corporation, regarding your legal fees.

I have also enclosed proceedings for the Economic Development Commission and the Common Council of the City of Fort Wayne which are sufficient for inducement purposes. The procedure which we have followed in previous Fort Wayne transactions and which we wish to follow at this time is as follows:

1. Hold a meeting of the EDC at which the inducement resolution is adopted. This resolution embodies the "Report" which is required. Also enclosed is a form of waiver of notice of special meeting which should be signed if the EDC meeting is in fact a special one. The resolution embodying the Report should then be forwarded to the Chairman of the Fort Wayne Plan Commission and the Superintendent of the Fort Wayne School System. Forms of transmittal letters are enclosed.
2. As soon as possible after the EDC meeting, the resolution to be adopted by the Common Council should be presented to it for its approval. It is not necessary to hold a public hearing prior to adoption of the inducement resolution. In fact, the public hearing should only be held after the form of documents has been decided upon and the financial terms set. We are not yet in a position to do this. Therefore, in order to preserve the possibility of doing the financing for any part of the Project, construction of which is on the way, it is essential that the EDC and Common Council act as promptly as possible on the enclosed proceedings.

When we have sufficient information to hold the public hearing, I will prepare further proceedings and send them to you with instructions. Should you have any questions regarding any of the enclosures, please do not hesitate to call me. I assume that you will want representatives of the Company to attend the EDC

CHAPMAN AND CUTLER

John Hoffman, Esq.  
February 7, 1980

Page Two

meeting and/or the Common Council meeting. If this is in fact the case, please let us know when the meeting will be held, and I will arrange to have representatives present. Naturally, it would be helpful to hold the EDC and Common Council meetings on the same day. I look forward to hearing from you.

Very truly yours,  
CHAPMAN AND CUTLER

By Wendy C. Binder  
Wendy C. Binder

WCB/dk

Encls.

cc: John B. Rogers  
John Lally



REPORT OF THE FORT WAYNE ECONOMIC DEVELOPMENT  
COMMISSION CONCERNING THE PROPOSED FINANCING  
OF ECONOMIC DEVELOPMENT FACILITIES FOR  
DAYTON-HUDSON CORPORATION

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Number of Jobs and Estimated Payroll

It is anticipated there will be approximately 335 new jobs created by this project with an estimated payroll increase of approximately \$1,500,000 annually.

Adverse Competitive Effect

The construction of the facilities will not have an adverse competitive effect on any similar facilities already constructed or operating in or near Fort Wayne, Indiana.

Dated this 13th day of March, 1980.

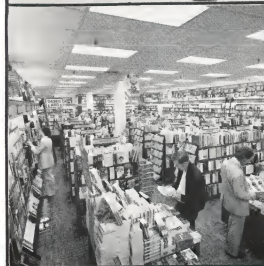
COMMISSIONERS:

\_\_\_\_\_  
(Wayne P. Simerman)

\_\_\_\_\_  
(Jack Gren)

\_\_\_\_\_  
(Louis R. Dinwiddie)

\_\_\_\_\_  
(Sidney R. Sheray)



INFORMATION ABOUT...

 DAYTON HUDSON CORPORATION

ON THE COVER

Top row: Dayton's, Dayton Hudson Jewelers, John A. Brown.

Middle row: Diamonds, Target, Mervyn's.

Bottom Row: B. Dalton Bookseller, The J. L. Hudson Company,  
Lechmere Sales.



## Quick Information About. . .

## DAYTON HUDSON CORPORATION

Business:	Diversified Non-Food Retailing
Headquarters:	777 Nicollet Mall Minneapolis, Minnesota 55402
Telephone:	(612) 370-6958
CEO:	William A. Andres Chairman of the Board
Traded:	New York Stock Exchange Pacific Stock Exchange
Symbol:	DH
Total Stores: (1/1/80)	654
Total States:	44 also District of Columbia and Puerto Rico
Shareholders:	12,500
Employees:	35,000 Regular 40,000 Seasonal
Auditors:	Ernst & Whinney
Current Fiscal Year Ends:	February 2, 1980

## FINANCIAL SUMMARY

<u>Annual Results</u>	<u>Fiscal Year Ended</u>	
	<u>Feb. 3, 1979</u>	<u>Jan. 28, 1978</u>
Revenues	\$2.96 billion	\$2.49 billion
Earnings*	\$97.6 million	\$91.7 million
Earnings Per Share*	\$4.12	\$3.89
Dividends Per Share	\$1.45	\$1.25
Common Shares Outstanding (average)	23.6 million	23.5 million

<u>Interim Results</u>	<u>Nine Months Ended</u>	
	<u>Nov. 3, 1979</u>	<u>Oct. 28, 1978</u>
Revenues	\$2.22 billion	\$1.92 billion
Earnings*	\$61.9 million	\$37.1 million
Earnings Per Share*	\$2.60	\$1.56
Common Shares Outstanding (average)	23.7 million	23.6 million

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\* From continuing operations

## WHAT WE ARE

Dayton Hudson Corporation is a diversified retail company operating nationally through department stores, low-margin stores, specialty stores and a chain of softlines stores.

## PHILOSOPHY

Although diversified, the corporation's approach to the consumer is guided by a unified merchandising philosophy emphasizing dominant merchandise selections, quality, fashion and value.

## GROWTH

The name "Dayton Hudson" is taken from two of the largest department store companies in the United States -- Dayton's of Minneapolis and Hudson's of Detroit. These two companies combined in 1969 to provide the base for Dayton Hudson's rapid expansion and diversification in the 1970s.

Since the merger, the corporation's retail space has more than doubled, its revenues have more than tripled, and its earnings have more than quadrupled.

## DIVERSIFICATION

Dayton's and Hudson's remain two of the corporation's largest operating companies, and they have continued to expand regionally. But Dayton Hudson has been carrying out a program of broader and more rapid expansion through three much younger companies -- Target, B. Dalton Bookseller and Mervyn's. Target is a chain of value-oriented self-service department stores operating in 10 midwestern and southwestern states. B. Dalton is a national chain of bookstores. Mervyn's is a California-based softlines chain specializing in apparel for the family.

Dayton Hudson also operates other regional department and low-margin stores, along with a group of six regional fine-jewelry retailers. (A chart showing the kinds and locations of all of Dayton Hudson's retail operations is on the following page.)

In all, Dayton Hudson operates more than 650 stores. Its annual revenues exceed \$3 billion.

LOW-MARGIN STORES

- Target
- Lechmere

The low-margin group consists of Target, a value-oriented self-service department store chain operating in 11 midwestern and southwestern states; and Lechmere, a New England hardlines retailer with particular strength in major appliances. Both operate high-volume, low-expense stores featuring dominant selections of national-brand merchandise.

MERVYN'S

Mervyn's is a softlines retail company operating in California, Nevada, Arizona, New Mexico and Oregon. Its stores feature a popularly priced mix of national-brand and private label apparel, accessories and household goods.

SPECIALTY STORES

- B. Dalton Bookseller
- Dayton Hudson Jewelers

The specialty store group consists of two multi-store companies: B. Dalton Bookseller, a national bookstore chain, and Dayton Hudson Jewelers, a group of six regional fine-jewelry retailers.

DEPARTMENT STORES

- Hudson's
- Dayton's
- Diamonds
- John A. Brown

The department store group consists of four operating companies, each emphasizing fashion leadership, quality merchandise, broad selections and customer service. They are Hudson's in Michigan, Ohio and Indiana; Dayton's in Minnesota, North Dakota and South Dakota; Diamonds in Arizona and Nevada; and John A. Brown in Oklahoma.



## WHERE WE ARE

## LOW-MARGIN STORES

Target Colorado, Illinois, Iowa, Minnesota,  
Missouri, Nebraska, North Dakota,  
Oklahoma, South Dakota, Texas,  
Wisconsin

Headquarters: 777 Nicollet Mall  
Minneapolis, Minnesota 55402

CEO: Kenneth A. Macke, Chairman

1978 Revenues: \$898.7 million

Total Stores: 80  
(1/1/80)

Total Retail Space: 7,817,000 square feet

Lechmere Massachusetts, New Hampshire

Headquarters: 275 Wildwood Street  
Woburn, Massachusetts 01888

CEO: David Banker, President

1978 Revenues: \$156.4 million

Total Stores: 6  
(1/1/80)

Total Retail Space: 992,000 square feet

MERVYN'S	Arizona, California, Nevada, New Mexico, Oregon
Headquarters:	25001 Industrial Blvd. Hayward, California 94545
CEO:	John F. Kilmartin, Chairman
1978 Revenues:	\$479.5 million
Total Stores: (1/1/80)	60
Total Retail Space:	4,653,000 square feet

## SPECIALTY STORES

<u>B. Dalton Bookseller</u>	43 States, District of Columbia, Puerto Rico
Headquarters:	One Corporate Center 7505 Metro Boulevard Minneapolis, Minnesota 55435
CEO:	Floyd Hall, President
1978 Revenues:	\$174.4 million
Total Stores: (1/1/80)	412
Total Retail Space	1,492,000 square feet
<u>Dayton Hudson Jewelers</u>	<u>J. E. Caldwell</u> : Delaware, Maryland, New Jersey, Pennsylvania, Washington, D.C.; <u>J. B. Hudson</u> : Minnesota, Nebraska; <u>J. Jessop &amp; Sons</u> : California; <u>C. D. Peacock</u> : Illinois; <u>Shreve's</u> : California; <u>C. W. Warren</u> : Michigan.
Headquarters:	100 North Sixth Street, Suite 900 Minneapolis, Minnesota 55403
CEO:	Sherman A. Swenson, President
1978 Revenues:	\$42 million
Total Stores: (1/1/80)	51
Total Retail Space:	198,000 square feet

## DEPARTMENT STORES

Hudson's

Michigan, Ohio

Headquarters:

1206 Woodward Avenue  
Detroit, Michigan 48226

CEO:

Joseph L. Hudson, Jr., Chairman

1978 Revenues:

\$644 million

Total Stores:

16

(1/1/80)

Total Retail Space:

5,584,000 square feet

Dayton's

Minnesota, North Dakota, South Dakota

Headquarters:

700 On The Mall  
Minneapolis, Minnesota 55402

CEO:

P. Gerald Mills, President

1978 Revenues:

\$334.9 million

Total Stores:

15

(1/1/80)

Total Retail Space:

3,047,000 square feet

<u>Diamonds</u>	Arizona, Nevada
Headquarters:	1616 South Priest Drive Tempe, Arizona 85281
CEO:	Arthur F. (Jim) Baumann, President
1978 Revenues:	\$98.3 million
Total Stores: (1/1/80)	9
Total Retail Space:	1,112,000 square feet

<u>John A. Brown</u>	Oklahoma
Headquarters:	319 S.W. Commerce Oklahoma City, Oklahoma 73109
CEO:	James W. Sherburne, Jr., President
1978 Revenues:	\$45.7 million
Total Stores: (1/1/80)	5
Total Retail Space:	488,000 square feet

## WHERE WE'RE GOING

Dayton Hudson has announced plans to invest \$1.69 billion in expansion of retail operations over the next five years. The plans call for \$1.48 billion in capital expenditures and about \$210 million in new lease obligations during the 1980-84 period. Approximately 80 percent of the total will go to the corporation's three fastest-growing companies -- Target, B. Dalton Bookseller and Mervyn's.

### CAPITAL INVESTMENT PROGRAM

(\$ Millions)

	1980-1984 <u>Program</u>	<u>Previous Programs</u>	
		<u>1979-1983 Plan</u>	<u>1978-1982 Plan</u>
Capital Expenditures	\$1,480	\$1,150	\$ 715
Lease Obligations	<u>210</u>	<u>150</u>	<u>85</u>
	\$1,690	\$1,300	\$ 800
Working Capital (new stores)	\$ 240	\$ 200	\$ 100

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 1980-1984 STORE OPENING PROGRAM
 

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## Number of Stores

	Year End <u>1978</u>	Year End Estimate <u>1979</u>	<u>1980</u>	Total 1980- <u>1984</u>	Year End <u>1984</u>
Hudson's	15	16	2	5	20
Dayton's	15	15	2	3	18
Diamonds	9	9	1	4	13
John A. Brown	5	5	1	3	7
Target	67	80	15	95	175
Lechmere	6	6	-	2	8
B. Dalton	357	422	76	440	862
Jewelers	45	51	6	35	86
Mervyn's	<u>51</u>	<u>60</u>	<u>12</u>	<u>58</u>	<u>118</u>
Total	570	664	115	645	1,307

## WHO WE ARE

Dayton Hudson Corporation and its operating companies have more than 35,000 regular employees -- full-time and part-time. Some 40,000 others are employed on a seasonal or on-call basis.

Perhaps more than in any other industry, the character of a retail company is a reflection of the abilities of the individuals who operate it. Merchandise and buildings do not in themselves provide a competitive edge. The real difference is people. We are therefore committed to the personal and professional development of all of our regular employees. Our rationale: By giving each person the opportunity to develop his or her skills to the fullest, we contribute very directly to the corporation's ability to serve its customers, shareholders and communities.



## DIRECTORS

William A. Andres, Chairman of the Board

Bruce B. Dayton, Chairman, Finance Committee

K. N. Dayton, Chairman, Executive Committee

Donald J. Hall, President and Chief Executive Officer,  
Hallmark Cards

Joseph L. Hudson, Jr., Chairman of Hudson's

Stephen F. Keating, Vice Chairman of the Board, Honeywell Inc.

Howard H. Kehrl, Executive Vice President, General Motors  
Corporation

Kenneth A. Macke, Chairman and Chief Executive Officer,  
Target Stores

Bruce K. MacLaury, President, The Brookings Institution

David T. McLaughlin, Chairman and Chief Executive Officer,  
The Toro Company

Mervin G. Morris, Chairman Emeritus of Mervyn's

Stephen L. Pistner, President

Richard L. Schall, Vice Chairman

William H. Spoor, Chairman of the Board, The Pillsbury Company

Paul N. Ylvisaker, Dean of the Graduate School of Education,  
Harvard University

Shirley Young, Executive Vice President, Grey Advertising, Inc.

## OFFICERS

William A. Andres, Chairman and Chief Executive Officer

Stephen L. Pistner, President and Chief Operating Officer

Richard L. Schall, Vice Chairman and Chief Administrative  
Officer

K. N. Dayton, Chairman, Executive Committee

Joseph L. Hudson, Jr., Senior Vice President

John F. Kilmartin, Senior Vice President

Kenneth A. Macke, Senior Vice President

P. Gerald Mills, Senior Vice President

Albert B. Perlin, Senior Vice President and Secretary

C. George Scala, Senior Vice President

Willard C. Shull III, Senior Vice President-Finance

Wayne E. Thompson, Senior Vice President-Environmental  
Development

Allan L. Pennington, Vice President-Corporate Development

Michael M. Pharr, Vice President-Controller

Karol D. Emmerich, Treasurer

Peter Corcoran, Assistant Treasurer

William E. Harder, Assistant Secretary

William P. Hise, Assistant Secretary

## SENIOR EXECUTIVE BIOGRAPHICAL DATA

WILLIAM A. ANDRES is chairman and chief executive officer.

Mr. Andres began his retail career in 1949, joining Dayton's department stores in 1958 as a merchandise trainee. He held several positions, including divisional merchandise manager, vice president-home furnishings and senior vice president-operations, before election as chairman of Dayton's in 1968.



Later that year, he was named senior vice president of Dayton Hudson. He became executive vice president-retail operations in 1971 and president in 1974. He has been chief executive officer since 1976. He was elected chairman in December 1977. Mr. Andres is a director of First Bank System, Inc., International Multifoods, Inc., and The St. Paul Companies, Inc. He also serves on the board of the United Way of the Minneapolis area and the Guthrie Theater.

Born Aug. 9, 1926, in Fayette, Iowa, Mr. Andres holds a master's degree in retailing from the University of Pittsburgh. He and his wife, Betty, reside in Edina, Minn.



STEPHEN L. PISTNER is president and chief operating officer and a member of the board of directors.

Mr. Pistner joined Dayton Hudson in 1970, and was named group vice president for specialty stores and Lechmere in December of that year. He became senior vice president in 1972. In 1973 he was named president of Target, and became its chairman in 1976.

Later that year, he was appointed executive vice president-retail at Dayton Hudson and elected to the board of directors. He became president and chief operating officer in December 1977. In November 1978, the area of real estate, design and construction was added to his basic responsibility for all retail operations.

Mr. Pistner is a director of Northwestern National Bank of Minneapolis. He is a trustee of the Minneapolis Society of Fine Arts and a member of the board of governors of Mount Sinai Hospital in Minneapolis. He is also a director and executive committee member of the Minnesota Orchestral Association.

Born March 14, 1932 in St. Paul, Minn., Mr. Pistner received a bachelor's degree in psychology from the University of Minnesota. He and his wife, Jane, live in Edina, Minn.

RICHARD L. SCHALL is vice chairman and chief administrative officer and a member of the board of directors.

Mr. Schall began his business career with General Mills in 1951. He was division controller, treasurer, controller and financial vice president before being named vice president-finance and development in 1968. He later became chairman of board and chief executive officer of Josten's, Inc.



He joined Dayton Hudson as vice president and controller in 1972. The next year he was named senior vice president and group officer for specialty stores and Lechmere. He became senior vice president-administration in 1974 and was named executive vice president in 1975. He was elected to the board of directors and appointed chief administrative officer in 1976. He became vice chairman in December 1977.

Mr. Schall is a director of Medtronic, Inc., First National Bank of Minneapolis and Economics Laboratory, Inc. He is chairman of the board of trustees of Macalester College, St. Paul, Minn., and a trustee of the Minneapolis Society of Fine Arts. He is also a director of the Upper Midwest Council and the Minneapolis YMCA.

Born Oct. 27, 1929, in Minneapolis, Minn., Mr. Schall holds a degree in business administration from Macalester College and is a graduate of the Advanced Management Program of Harvard Business School. He and his wife, Maryan, are residents of Minneapolis.



K. N. DAYTON is chairman of the executive committee.

Mr. Dayton joined Dayton's department store in 1946. He was elected vice president in 1948 and executive vice president in 1965. In 1969 he was elected president of the newly founded Dayton Hudson Corporation and was named chief executive officer in 1970. He served as chairman of the board from November 1974 to December 1977, when he became chairman of the board's executive committee.

Mr. Dayton is a director of General Mills, Inc., and of Northwest Bancorporation. He is a director of the Minnesota Orchestral Association and a trustee of the Mayo Foundation, the Minneapolis Foundation and the Rockefeller Foundation.

Born July 20, 1922 in Minneapolis, Minn., Mr. Dayton is a graduate of Yale University. He and his wife, Julia, reside in Wayzata Minn.

## MERCHANDISING PHILOSOPHY

Dayton Hudson's nine retail companies have a high degree of operating autonomy. Each has its own distinct approach to the consumer. Yet all share an overriding merchandising philosophy that can be summarized as follows:

- To serve our customers better than any comparable retailer
- To make a clear presentation of our merchandise and service offerings
- Guiding Precepts

### Dominance

A breadth of merchandise assortment and an over-all clarity of offering by each retail company that leaves no doubt in the customer's mind as to what business it is in.

### Quality

Quality merchandise -- but more than that. The concept applies equally well to services, facilities and the way in which Dayton Hudson communicates with the consumer through advertising, promotion, design and decor.

### Fashion

The central theme of all Dayton Hudson's businesses, the essence of its retailing approach. Fashion is change -- change with direction. The aim of each Dayton Hudson company is to respond more quickly and more forcefully than its competition to the fashion demands of the consumer.

### Value

Quality at a price. Dayton Hudson seeks to provide maximum value to the consumer by acting aggressively as the "consumer's purchasing agent" and by maximizing the efficiency and productivity of its operations.

## CORPORATE CITIZENSHIP

Dayton Hudson places a high priority on serving its communities. One expression of this service is our policy of contributing an amount equal to 5 percent of our taxable income from operations toward projects that improve the quality of life in the communities of which we are a part.

In 1978, funds expended by the corporation, its operating companies and the Dayton Hudson Foundation totaled \$7.9 million. A copy of the report on contributions in 1978 can be obtained by writing to the Senior Vice President, Environmental Development.

## HISTORY

Important events in Dayton Hudson's history:

- 1881 - The J. L. Hudson Company founded in Detroit.
- 1902 - The Dayton Company, later to become Dayton Corporation, founded in Minneapolis.
- 1929 - Acquisition by Dayton of J. B. Hudson & Son, prominent Minneapolis jewelers.
- 1954 - Hudson opens Northland Center, Detroit, largest in world at time of opening.
- 1956 - Dayton Company opens Southdale, the world's first fully enclosed two-level shopping center at Southdale in suburban Minneapolis.
- 1962 - Dayton Company enters low-margin merchandising with the opening of three Target stores.
- 1966 - Dayton entry into specialty book retailing through the creation of B. Dalton Bookseller.
- 1967 - Acquisition and merger of San Francisco's Shreve and Co. with J. B. Hudson to form Dayton Jewelers, which later became Dayton Hudson Jewelers.
- 1967 - Dayton Corporation has first public offering of common stock.
- 1968 - Department store expansion to the West through Dayton Corporation merger with Lipmans in Oregon and Diamonds in Arizona.
- 1968 - Acquisition by Dayton of Pickwick Book Shops of Los Angeles, later to be combined with B. Dalton.
- 1969 - Acquisition by Dayton of J. E. Caldwell, a Philadelphia-based jewelry chain.
- 1969 - Acquisition of Lechmere, Boston hard goods retailer, by Dayton.

- 1969 - Merger of Dayton Corporation and The J. L. Hudson Company to form Dayton Hudson Corporation, then the nation's 14th largest non-food retailer.
- 1969 - Listing of Dayton Hudson common stock on the New York Stock Exchange.
- 1970 - Acquisition of jewelers C. D. Peacock, Inc., of Chicago, and J. Jessop and Sons, San Diego.
- 1970 - Acquisition of Team Central, Minneapolis, franchisor of electronics equipment stores.
- 1971 - Corporation purchases John A. Brown, Oklahoma department store company.
- 1971 - Corporation passes the \$1-billion mark in annual revenues.
- 1973 - Corporation becomes nation's 11th ranked non-food retailer.
- 1975 - Target becomes corporation's No. 1 revenue producer.
- 1977 - Corporation passes the \$2-billion mark in annual revenues.
- 1978 - Merger with Mervyn's. Corporation becomes 7th largest non-food retailer and 2nd largest department store company in United States.
- 1978 - Dayton Hudson begins discontinuing real estate line of business with the sale of nine regional shopping centers for more than \$300 million.
- 1979 - Sale of Team and discontinuance of Lipmans.
- 1979 - Corporation passes \$3-billion mark in annual revenues.



## FOR FURTHER INFORMATION . . .

<u>Company</u>	<u>Designated Spokesperson</u>	<u>Telephone</u>
B. Dalton Bookseller	Mary Greenberg Communications Specialist	612/887-5736
Dayton's	Edie Shepherd Manager, News Bureau	612/375-3145
Dayton Hudson Jewelers	Warren Hoffman Director, Training and Development	612/370-6517
Diamonds	Rubin Arizpe Vice President, Sales Promotion	602/248-3295
Hudson's	Diane Brown Director, News Bureau	313/223-2535
John A. Brown	James W. Sherburne, Jr. President	405/631-7421
Lechmere	Fred Gelfand Director, Advertising and Sales Promotion	617/935-8320 Ext. 485
Mervyn's	Lizette Weiss Public Information Manager	415/786-7723
Target	Charles Miller Sr. Vice President, Advertising and Sales Promotion	612/370-6067
Dayton Hudson Corporation	Tom Langenfeld	612/370-6605

DIGEST SHEET

TITLE OF ORDINANCE: Inducement Resolution

*B-80-04-04*

DEPARTMENT REQUESTING ORDINANCE: Economic Development Commission

SYNOPSIS OF ORDINANCE: Financing of Economic Development Commission  
facilities for the Dayton-Hudson Corporation.

EFFECT OF PASSAGE: Will assist in establishing a new department store  
providing approximately 335 new jobs and a payroll of about \$1.5 million.

EFFECT OF NON-PASSAGE: Will make it more difficult for Dayton-Hudson  
Corporation to establish in Fort Wayne.

MONEY INVOLVED (DIRECT COSTS, EXPENDITURES, SAVINGS): \$10,000,000

ASSIGNED TO COMMITTEE: \_\_\_\_\_